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# THE Publishers' Weekly

*The American Book Trade Journal*

VOL. CXIV

NEW YORK, DECEMBER 8, 1928

No. 23



HARRY FRANCK has trod the soil of nearly every land, his eyes have seen and understood most peoples of the world. He knows the world, and the world now knows Harry Franck as the inimitable Prince of Vagabonds!

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December 8, 1928

2345

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27 November 1928

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I am glad to make a statement to you about the new novel, "My Brother Jonathan", which is the best novel Mr. Young has written, and it is one of the most notable books of the present season. It is admirably done and interesting from first page to last.

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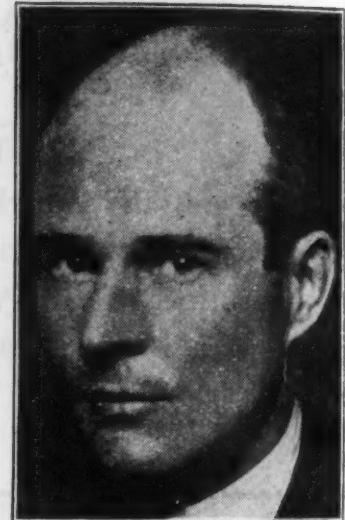
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# Announcing HOWARD VINCENT O'BRIEN

Literary Editor  
THE CHICAGO DAILY NEWS

"A reporter of books—not a critic," is his self-description. He has lived with books and with Chicago's followers of arts and letters, as his father and grandfather before him.

He wrote "Thirty," "Trodden Gold," "Four and Twenty Blackbirds," etc. He greets the Chicago public from The Book Page as an old (though young) acquaintance. His abilities they know and his appointment to this post gives opportunity for a new and interesting acquaintance with his refreshing point of view in a new role. The Book Page appears in the new



## MIDWEEK FEATURES SECTION

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THE CHICAGO DAILY NEWS  
*Chicago's Home Newspaper*

## A Thriller Plus Becomes a Best Seller!

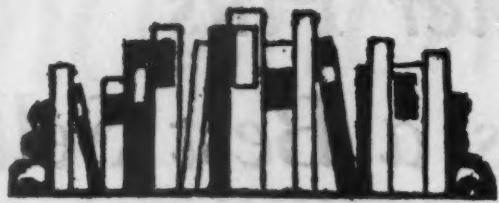
Stacks of M. P. Shiel's amazing mystery story are fast melting on booksellers' shelves. Is this due to Harry Hansen, who said, "By all means get it if you are still clamoring for 'a real good mystery story'." Or to the New York Times which declared: "This amazing novel is a first-rate mystery thriller—among other things."

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*Harcourt, Brace and Company*

383 MADISON AVENUE, NEW YORK

# The PUBLISHERS' WEEKLY

THE AMERICAN BOOKTRADE JOURNAL

NEW YORK, DECEMBER 8, 1928

## Why This Aversion to Books of Short Stories?

Helen Moran



T is a curious thing that the very people who read short stories most avidly in the magazines are the ones who have the most decided objection to reading them in a book. It is not because magazines are less expensive. They display the same odd aversion in selecting books in a rental library. In both bookstores and rental libraries it is an every day occurrence for customers to put down a book disappointedly, saying, "Oh, its short stories!" Ask them if they read short stories in magazines, and almost invariably they say, "Yes, but that is different."

How or why it is different, they cannot or will not say. Nor is this attitude confined only to those who preface all their selections with the feeble, monotonous question, "Is it a good book?" Even those with more highly developed selective faculties are likely to show the same disappointment when a new book by a favorite author turns out to be a collection of short stories. Thoughtlessness? Very likely—but why?

Publishers are well aware of this distaste. Short stories are published in book form, it is true, but with the exception of anthologies, volumes of short stories rarely appear unless the author has recently published a novel. It simply does not pay to publish them unless the author's name can be counted on to make sales. Even when the author's reputation is such that there is a

demand for anything bearing his name, it is seldom that a volume of his short stories is brought out openly. Usually the fact that the book contains short stories is concealed as much as possible. Reviewers heartlessly reveal it, of course; and occasionally the truth is admitted in small type in the ads. But open admission and actual advertising of a book as short stories is rare indeed.

There are a few fairly obvious reasons for the objection, but strangely enough they are seldom advanced by the objectors. One very reasonable objection is that often the short stories published in a book have already appeared in magazines, and it is disappointing to buy a book and find that you have read all the stories before. Still, comparatively few people keep up with the magazines as well as that. Even if they do, they realize that many of the better short stories are well worth re-reading, and that many of the better stories published in magazines are of sufficient value to merit a place in the library.

Yet it is also true that the author's name cannot always be taken as evidence of this merit. Writers must live, and magazines pay well, too well sometimes, for a name. It must be admitted that often, soon after the publication of a successful novel, the author's short stories are collected with more regard to making sales while the sun shines than to the intrinsic worth of each story. Publishers must live too. However, it seems that logic plays small part in this

curious situation. Many worthwhile books of short stories are published, but the good and the bad alike come under the ban.

Most people simply "don't like" to read short stories in a book. That is their story, and they stick to it. They are about as reasonable in the matter as some of the more fanatical fundamentalists. It is strange indeed that in this day of analysis and introspection, thoughtful people—and many of them are thoughtful people—should be so vague as to their reasons for disliking to read between the well-designed cover of a book what they will read with pleasure in a slippery magazine.

It may be that unconsciously they realize the greater difficulty of "settling down" to short stories in book form, and that they consciously select magazines for brief periods of reading. For a long period of reading it is, undeniably, a more comforting thing to settle down to something that carries on without change of theme. It is more restful than to read something that keeps the mind leaping from subject to subject. And, of course, it is a pleasant thing to have a companionable novel that "lasts" well, and gives for days the joyous feeling of living in the same house with its congenial characters. Few volumes of short stories offer that pleasure. But there is no good reason why they should not be selected for shorter, interrupted periods of reading.

The arguments in favor of short stories which are worthy of preservation in a book are many. The arguments against them are few, and these few are considerably weakened by the fact that they are applied more often to books than to magazines. People who have this pronounced aversion to books of short stories are missing both pleasure and profit. If they were consistent, which they are not, they would not read De Maupassant. They would not know Katherine Mansfield, not from the magazines published in this country. Much of the best work of Wilbur Daniel Steele is lost to them, unless they keep up unusually well with their magazine reading. They missed the tenderly beautiful stories of Julia E. Peterkin, in a small volume called "Green Thursday," which, contrary to custom, was published some time before her "Black April." This year they will miss what that remarkable young

Englishman, H. E. Bates, has given us in "Day's End." And there is D. H. Lawrence's "The Woman Who Rode Away." Many of those who read his long and sometimes tedious novels with patient care will refuse to consider this volume of clear-cut, vivid stories.

The place of the short story in literature need not be discussed here. But when an author writes both novels and short stories, what fair appraisal of his genius can be made without a familiarity with his short stories? It would be interesting to know how many of Galsworthy's ardent admirers are actually familiar with "Caravan."

The anthologies of short stories form a group somewhat apart from other volumes. They are plainly labelled, as a rule. Those with the firm dislike can easily pass them by without comment. They sell fairly well, but it is to certain particular classes of people—including those who exercise real critical faculty in all their selections of books, and those who like to keep up with what is being done in the short story field. But there is no good reason why these anthologies, as well as other volumes of short stories should not have wider circulation.

And it could be overcome, to a very great extent. Much missionary work would be required in bookstores and libraries, and the publishers would have to do their part. The necessary educational work in bookstores and libraries would be comparatively simple. The publishers' part would be a little more difficult—but far from impossible, or even impractical. They might have to devote a little more of their publicity to their volumes of short stories, or give that publicity a slightly different slant. Undoubtedly they would have to look to their standards of selection. Every volume containing mediocre gleanings of potboilers brought out on the strength of the author's name is a potent argument against short stories in book form. To give up sure present profits for future gain is always a little difficult, but in the long run publishers, authors, and the public would profit from a concerted movement to maintain standards that would help in overcoming the aversion to the short story in book form, and in giving such volumes their rightful popularity.

# San Francisco Opens First Dollar Book Shop in West

Louise M. O'Hara

**T**HE ALCOVE, the first Dollar Book Shop in the West, has just been opened by the Emporium, San Francisco, in the rear of its large first floor book department, and is the latest innovation in San Francisco's book world.

On the opening day, November 10, two hundred books were sold and the small shop which contains some five thousand volumes was so jammed that there was scarcely moving room. Customers showed their appreciation of being able to secure fine literature as well as popular books well bound for no more than the outlay of a dollar bill for they carried away from one to half a dozen or more. Indeed the spirit of the public toward the dollar book shop was aptly expressed in the words of an old man who remarked happily, "Now I can have as many books as I want. I can own so many books I like."

The Alcove is a small room some twelve by fifteen feet which has been arranged as a home library. Mahogany shelving reaches almost to the low ceiling on three sides of the room with every inch crammed with smartly bound new books, while projecting ledges display additional volumes.

A taupe colored rug covers the floor, a mahogany library table offers opportunity for more books, set upon end, stacked in small piles, or confined within metal book ends, while a large blue pottery lamp on a blue velvet runner, sheds its soft yellow light. A couple of wicker arm chairs invite a moment's rest while glancing over a book and many a man avails himself of the further invitation to smoke while reading,

offered by a smoker's set conveniently placed beside one of the chairs.

All in all, the room is a book lovers' paradise which has been so arranged as almost to sell itself.

Its stock includes books from Grosset and Dunlap's Novels of Distinction and the Garden City Publishing Co.'s Star Dollar Books and Sun Dial Library.

In addition to the permanent dollar books it offered six introductory specials which ordinarily sell at much higher prices.

In introducing the Dollar Shop to the public, the Emporium used a brief but intensive advertising campaign calculated to distribute the news so as to reach the greatest number of people. It included the newspapers, a window display, elevator cards, mailing folders and the radio.

The newspaper publicity included advertisements in one of the large afternoon papers the day before the opening, and insertions on the book pages of a Saturday evening and Sunday morning paper, in a literary weekly, and in the San Francisco *Shopping News*.

A window display carried in one of the large front street windows was devoted entirely to the Dollar Book Shop. It was in part a replica of "The Alcove."

For the fifty elevator cards used, one at each elevator entrance in the store, three hundred cutouts sent by aeroplane from New York were pasted on large gray cardboard display cards which announced the opening of the first Dollar Book Shop in the West.

Three attractive folders, listing many of



*San Francisco's Dollar Book Shop has got off to an active start. Miss O'Hara describes its opening and the shop's characteristics*

the books offered were mailed to all Emporium customers, and finally a radio talk broadcast the advantages of purchasing for one dollar the "best in literature" in the

Dollar Book Shop created by the Emporium.

The folders were carefully planned, two of them being prepared cooperatively with publishers. "Books For All" was the heading for an introduction to a list of selected dollar titles and the copy read: "Inspired by the phenomenal success of Henry Ford's idea of making the best available for everyone . . . the publishers have begun to issue fine modern and older literature in well made Dollar editions.

"To call attention to and make more readily available this excellent selection for purchase and gift-giving . . . and for the pleasure of those who love books beyond the bounds of their purse . . . The Emporium has created the Dollar Book Shop.

"We cordially invite you to visit it . . . conveniently located on the first floor rear . . . Discover for yourself the astonishing values at this one popular price. Books that you have wanted and perhaps felt you could not afford at higher prices."

The advertising and the leaflets stress thruout the general excellence of the format and the contents of the books and in the case of the smaller volumes their accord with the modern note of compactness. This compactness, it is pointed out, is the mode. "In houses, cars, furniture—in everything we moderns possess—the smart thing is the small one. And now the small book!"

For children's book week a special advertisement was run announcing that in view of the week and the opening of the shop six books for children regularly much higher were secured to feature at this appealing price. The Emporium advertising played up the shop in a generous allotment of space and stressed the fact that it was a shop whose books were all priced at a dollar and that it was the first of its kind in the west. The column ad at the left is representative of the tone of the promotion.

Stores have for some time placed the dollar books in sections by themselves, or at least on separate shelves but this is the first complete dollar shop idea, an idea with which Mrs. Mabel Ulrich is also experimenting. The development of these shops will be followed with interest by the rest of the booktrade to discover if those who buy in the Dollar Shop buy more expensive books, or if the shops catch a new clientele that has not bought books before.

## *The Emporium*

# New Dollar Book Shop

Offers Unusual Opening Specials

TO MAKE the many fine editions of dollar books now published easily available to book lovers and gift seekers, The Emporium has created The Dollar Book Shop.

\$ 1.00

Christmas gift seekers will be especially fortunate to secure any one of these fine titles, regularly far higher priced. "A Loiterer in London," "Mr. Charles, King of England," "Pilgrim of Eternity Byron, a Conflict," "Famous Criminals and Their Trials," and others.

\$ 1.00

In celebration of Children's Book Week, The Dollar Book Shop is featuring the "Christmas Stocking Series," six books in a compact trunk: "Pan, the Piper," "Dreamland," an imported book of games; "Yo-Ho-Ho," "Stories of the First American Animals," and "Chatterbox," 1921 to 1927. Limited number.

*The Emporium Dollar Book  
Shop, First Floor*

*The advertisement that was used in the San Francisco papers to announce the opening of The Emporium's Dollar Book Shop*

# An American Booklover in Dublin Bookshops

*Holles and Figgis, and Other Bookshops of the Irish Capital*

May Lamberton Becker

*Readers' Guide, Saturday Review of Literature*

SHOULD you ask a Dublin poet or playwright where are the bookshops that provide, like those of Paris, headquarters for those "in the movement" and gathering-points for groups and coteries, he would no doubt tell you that there are now none at all: that there had been one for a time, but that the proprietor, a former employee of the Post Office under the British, had been needed again under the new régime more than as a literary nucleus. For a while, however, he would tell you, you might have found in this shop everybody that was anybody in the Celtic Renaissance: now it is dispersed and gone. But he would be very likely to add, "Of course there is Holles and Figgis."

Of course, there is, and there has been for a hundred years; Holles and Figgis is one of the famous firms that have long since become institutions. It is by no means the only well-established bookshop in Dublin: there is Eason's, flourishing at the core of the city's commercial activity, over the way from Clery's department store on O'Connell street, looking itself like a department store, with its stationery and souvenirs, maps, travel-guides and examination blanks, and with a large and prosperous circulating library. There are the religious bookshops; the staid premises of the S. P. C. K., the

Catholic Truth Society in a green and gold bower nearby the Abbey Theatre, and more than one ecclesiastical establishment with rows of imprimatur volumes in the windows in front and tall rose-cheeked saints smiling under the skylights in the rear. There is even a *Librairie Française*, all done up in blue and white like a bandbox. This is the most respectable French bookshop I ever saw out of France, for all its bonbonnière appearance to the street: inside, when I visited it, were three priests buying philosophy by the armful, and on the periodical table—where, if ever, such a shop may be expected to let off steam—there was nothing more jocose than the

*Revue des Deux Mondes* and the *Echo de Paris*. If, like me, you came in to get the latest Paul Morand, you would also like me, back out apologetically without asking for anything more kittenish than *Les Nouvelles Littéraires*.

On the next corner of Nassau Street the business of Holles and Figgis is established. Not only under that name, nor on this spot—it used to be in Grafton street—but as a continuous business it has been in active operation for more than a century. In one of the front salesrooms is a large bust of Sir Walter Scott that the Wizard of the North was well-pleased and not a little surprised to find there when

he visited the establishment. The two tall bookcases that you see as you come in, dark against the whitewashed arches, were part of the original equipment. I do not know who made them, but they are museum pieces. Their doors are even more beautiful than most of the house-doors of Dublin, which should be celebrated in song as the city of fair portals. Perhaps someone has already sung of the doorways, of Dublin, graceful even in the gaping degradation of the slums, noblest where Merrion Square and Fitzwilliam Square spread their serene and gracious fanlights. These bookcases have fanlights more intricate than most of these house-doors, and back of them are rare books in leather and dull gold, but around them are counters and shelves of the usual jacketed stock of today. I asked one of the attendants for a book whose title I had remembered completely wrong and whose author I did not know—the sort of inept question that gets into the joke-columns oftener than it deserves, considering how it torments a salesman—and in three minutes he had run it down in a catalog, while in two hours the book was at my hotel, having been fetched from its publisher in another part of town.

Whitewashed arched piers, looking conventional and like those in the first act of Eva Le Gallienne's production of "Cradle Song", support the wide spaces of the front room: beyond them rises one of those short flights of shallow steps so often found in bookshops of the British Isles housed in very old, built-over buildings. The different levels thus produced by necessity are so grateful to the eye that if I had plenty of money to play with in designing a brand-new bookshop here, I think I would experiment with these varying floor-levels. By bearing to the left you reach the elevation of the juvenile room, full of children's books, and on the late August day of my visit spread with provision for the impending re-opening of the schools. You pass the map-room, lined on all sides with folding cases for its fine collection, and thus proceeding thru various accretions to the original building, you reach, somewhere about the middle of the block, a long, low apartment with windows at one end and, rising to the ceiling on all sides, rows of dim and dignified volumes from

which, for the most part, time and wear have taken away the curse of gilt. That is, you reach this room if the proprietor has you in charge "And this," Mr. Figgis says as quietly as Cornelia showing her jewels, "this is the Irish Room."

Down the middle runs a long table of the same proportions. Books large and small, old and new, crowd its surface and rise from along its sides. There is a fat smiling bust of Tommy Moore and one of Dean Swift, remote and academic—tho the proprietor, a Swift collector, showed me a contemporary miniature in a lace-pin that would go further to explain the conduct of Stella and Vanessa. There is a picture in full color of the Cross of Cong, one of the plates from the noble monographs on Irish antiquities published by this house, publishers to the University. I had just returned from a pilgrimage to Monasterboice to see for myself the Cross of St. Muirdach, with which I had become fascinated thru its reproduction in the National Museum: I asked Mr. Figgis something about that and about what had seemed to me a continuous tradition of stonemasonry and fair lettering to be discerned on the gravestones in that cemetery century after century to the present time. He began at once to take down book after book, opening to this page and that often, without referring to the index, showing me pictures and descriptions and explanations of theories. I told him we had been for a week walking in County Wicklow, and he found something about everything we had seen there: it had been long since borne in upon me that here was a bookseller who looked upon at least this part of his stock as an old-fashioned librarian used to look upon his in the days when a librarian took up his trade because he wanted a chance to read all the books in the world.

The catalog of the "Books on Ireland" Room fills 93 pages, appropriately bound in green. It has 2,501 entries, from the works of "A. E." to the *Zeitschrift für Celtische Philologie*: history, poems, legends, antiquities, history, politics, memoirs of controversies, genealogical memoirs of kings and great families, achievements of wanderers from Erin. They are in English, Latin, French, German, peppered with titles in this disconcerting type that



*The Irish room in Holles and Figgis's bookstore in Dublin. The room is devoted entirely to books about Ireland, or by or about Irish authors, a room so full of books it takes up 93 pages, of 2501 entries, in the shop's catalog.*

*Thomas Moore and Dean Swift*

is no doubt a determined national gesture, but that does make it difficult for a Sas-senach tourist to determine from the name-boards at the railway stations just where he may be at the moment. It is a quiet room for such explosive literature as some of these grand arguments over syntax and scholarship, politics and family history, these outbursts of national spirit, these outpourings of eloquence, all this glow and grandeur of poetry.

The proprietor paused on the threshold and looked back. "There's a lot locked up there," said he, rather ruefully, as one speaks who follows the booktrade and yet loves books.

There's more than money-value locked up—I thought as I turned into Nassau street—in this dim chamber at the back of Holles and Figgis's. And so I kept on thinking as I made my way past the bright

shops of Grafton-street, the Bond-street of Dublin, over the misty Liffey, along the dusty grandiloquence of O'Connell street. I could see builders making haste to wipe away traces of the "troubles" at the General Post Office—now sleek and straight to the street after all these years of tragic ruin—at the Four Courts, and at the Custom House: I could still see heaps of standing stone that had been tall houses in 1922, and street-fronts where bullet-scars showed like rain-marks under the paint. "Sure, the old country is looking up," said a girl beside me, admiring the changes that had taken place while she had been for a year in Wales. In what form will the national genius that has produced this literature, this art, this culture, express itself now that it is under this impulse and this guidance from within?

# THE Publishers' Weekly

*The American Book Trade Journal*

Founded by F. Leypoldt

EDITORS

R. R. BOWKER F. G. MEICHER

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I HOLD every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto.

—BACON.

## Reaching Out for New Buyers

DURING Children's Book Week Rhodes Department Store, Seattle, placed fifty book exhibits around the store on the six selling floors, and the book department, in charge of Mrs. Harris, reports that it brought to the department a great many new friends. Each of these exhibits consisted of several colorful books and a sign pointing to the fact that this was Children's Book Week and that the Old Ship Book Shop was on the fourth floor.

This plan emphasizes the possibility of constantly finding new ways to take books out of their accustomed background into new surroundings so that the fresh impressions made may lead people back to the main sources of supply. Groups of books have been sent to clubs, schools, Scout meetings, and other experimental methods have been tried, and it seems to be proved that nothing so increases book interest as the chance to look at the book itself. The subject is so much to the front that the *Publishers' Weekly* would be particularly glad to get word from any dealers who have experimented with outside exhibits, branches or deposits of any kind, in order that their experience may be used to give practical suggestions to those in other communities.

## More Ten Cent Books?

WHEN the Kingsport Press was first organized, and the J. H. Sears Company devised the plan of manufacturing books that could be marketed by the Woolworth stores and mail-order houses for ten cents apiece, the enterprise attracted widespread attention, as it was the first time that anyone had estimated that cloth bound books could be marketed for ten cents, especially at post-war costs. The program attracted attention even in England where many more books are sold in inexpensive editions, and, after visiting this country and studying the enterprise, Derwent Hall Caine, the son of Sir Hall Caine, the famous novelist, organized the Grey Caine Press, which was equipped specifically to print and bind in quantity production and to market thru popular channels. The style of maroon binding with lining papers was copied, but the feature of a colored jacket was added, and the price was made sixpence as compared with the American ten cents. The list spread to copyright items for which a royalty was paid varying with the size of the edition. The program has proved a success, and Mr. Caine reports that no less than forty million copies of the Grey Caine Press books have been sold in all.

The firm is now reported as coming to America to set up the same machinery in Brooklyn with a similar plan of using copyright as well as non-copyright material. American authors and publishers are being interviewed as to whether they would be willing to agree to contracts that permitted the use of copyright books. This raises several questions for the authors, and publishers are considering whether the market thru popular channels will increase the general demand for books and therefore will bring the author increased royalty at another point, whether the enterprise will be financially sound under American conditions, or whether it would not have to be remodeled to consider the cost of printing and marketing in this country. It has been pointed out that there is no price in American money for popular marketing between ten cents and twenty-five cents and no retail channels at present open for books on the twenty-five cent basis. Popular priced books must have free flowing channels of distribution.

## Travel Books

**I**F there is any one line of books that is likely to carry on consistently when the holiday season is over, it is travel books, as January is the season when the most popular world tours are starting. It is also the month when the armchair traveler gets his greatest joy from a good selection of travel books and when both the European tourist of last summer and the European tourist of next summer are finding common interest in the guide books and general books which cover the regions to which they have been or are about to go. Practically every bookstore has a travel book section, and it is a mark of good planning if, when the Christmas counters are rearranged, one of them be requisitioned for a travel book display. It is likely to prove so valuable that it can be kept active for the next two or three months. There are certainly plenty of attractive books to go on such a table.

## The Dollar Book Idea in the West

**W**E are very much interested to print an account of the experiment being made by the book department of the Emporium, the famous San Francisco department store, in developing a dollar bookshop. One of the interesting movements in the trade in the last few years has been the increased value that has come in the book field to the dollar bill thru series such as the *Star Library*, the *Dollar Library*, the *Sun Dial Library* and numerous books and series, thus giving to the book buying public a greater opportunity to use the even dollar for book purchases. Most stores now have a dollar counter, and, as the variety of books available increases, the chances of having dollar bookshops will grow. Dr. Mabel Ulrich of Minneapolis, pioneer and experimenter in bookshop development, is also making a test of the idea by taking a little shop in the heart of the banking and office district and stocking it entirely with dollar books. The Christmas season will prove whether sufficient business can be built up to pay for this experiment. It is certainly an interesting effort and the San Francisco shop described on page 2355 in this issue will be watched by both booksellers and publishers.

## Twenty-Five Pounds of Information

**W**HEN the Christmas season is over and the possibility of store meetings is again in sight, we suggest that every store group should get together and make a detailed study of the new "United States Catalog" of books in print to January 1st, 1928, as the coming of this important tool to the booktrade is an event of more than passing importance. It is sixteen years since the same function was performed of bringing into one book all the volumes in print, and during that time the publishers, H. W. Wilson Company, have had increased experience in the difficult art of making a reference book, planning the subject entries and other details. It is a difficult book, indeed, that one cannot run down with such a tool in hand.

It is also worth suggesting that a book of such a size, as in the case of "The Trade List Annual," which is only three pounds lighter, ought to have a special table or a special stand so that it can be handled as easily as possible. Special pains have been taken with the binding, and the front and back sections have been printed on extra heavy paper. At the same time, caution is worth while and for quick use the book needs to be in a place where it can be turned back and forth without moving or lifting.

## Christmas Wrapping

**W**HILE the publishers have in recent years been discovering the public's delight in an attractive wrapper, booksellers have not been slow to make the same discovery, and in a great many of the stores there is on hand for the gift season attractive paper in which books for gifts or books merely being delivered to the purchaser are put in gay covers. One firm in New York has developed a special business of preparing wrapping paper suitable for this purpose. The special paper adds to the current expense of doing business but also makes a strong sales appeal and as such may well be considered as one of the best ways of developing business at this season. Publishers have been willing to box sets of books to promote Christmas sales and booksellers should see the value of wrapping volumes attractively.

# Leading the Customer to Books

*By Introducing Sales Talks in Booklists*

Dorothy H. Knight

USUALLY a list of books consists of the plain, unsung record of the books themselves beneath such inspiring captions as "New Books," "The Latest Books," "A List of Books," or if it is some special classification—"New Non-Fiction," "Biographies of the Month," "Travel" etc. From these captions, one plunges straightway into a list of titles, sometimes with the addition of such descriptive notes as will help the reader to know the plot or content and thus to decide whether this book or that one appeals to him most.

Increasingly, nowadays, however, good list making is preceded, interspersed and followed by telling sales talks—such relevant or irrelevant comment as may catch the interest, intrigue the fancy and persuade the reader. The copy is "jazzed up," if you will, and the reader inspired to feel the need of books.

Instead of "Detective Stories" or "Crime Books," followed by a list of titles we find better value in this caption and its accompanying sales talk, and the illustration helps attract the murder-minded:—

### Murder Will Out!

Did you follow the Hall-Mills case or the more recent Snyder murder? Do you remember the famous Borden case of Fall River, Massachusetts? Have you read the history of the infamous Mr. Smith of England, who disposed of so many wives? Here are some fascinating books that will tell of the great murder mysteries of the past, some of them still unsolved. And here are other volumes describing modern methods for combating criminals, with some suggestions from the latest detective literature—thrillers that are bound to satisfy!



The making of booklists covers many fields. Sometimes lists are built as general catalogs embracing all fields of book interest. Sometimes they cover a specific subject. In seeking to "sell" a special list to prospective book buyers—as, for example, "Sport Books"—the approach comes best probably in this manner:—

### Don't Forget Your Sport-Folio!

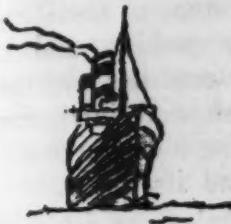
Summer—the time of vacations—when every sportsman among us sets out laden with golf clubs and tennis racquet for a good two weeks or more of real outdoor fun. And in the heart of every one of us beats a firm resolve really to master such and such a shot, or do the links in a straight 100, or show Mr. So and So that we aren't such a dub at the game after all. We remember to take tennis balls and an extra racquet, we never forget driver, putter or favorite mashie—but how many of us ever think of tucking a couple of sport handbooks in the corner of our traveling kits?



There are many of these "first aid" books on the market. Some one of them is sure to give us just what we want to know on how to overcome our faults and better our game. Why not give them a chance?

Such sales talks, captions and illustrative material must, of course, be advantageously used and played up properly so that they command instant attention.

A catalog or list of books is, in itself, apt to prove uninviting, so it becomes increasingly important to dress it up with live pictures and bright and enthusiastic comment. Here is another example to take the place of the stodgy "Travel Book." Travel books are filled with romance, the lure of the unusual, and they deserve more than mere listing to present their romance to those interested.



### "Oh, For a Magic Carpet!"

When you long for a change from the deadly monotony round you—when you're envious of every soul that starts on a winter cruise—when you fairly "itch" to be off on a nomad's trip—then, it's time to haul forth the magic carpet and embark on a vagabond journey round the world. Books are the "Open Sesame" to all ports; with them as companions, you can slip away from snow and work to the luxurious warmth of the tropics, go down the winding, crooked streets of an old Oriental city, gaze on the wide horizons of open seas or trudge into some unexplored and little known outpost of civilization. Which do you choose?

Not cold argument, nor unadorned lists of books, therefore, but the invitation to books thru some happy slogan, some catchy phrase, some appeal starting outside the value and need of the books themselves but finally focussing upon the books, that is what we are striving for.

Take, for instance, the woman at home to whom we want to sell books, believing as we do that certain household needs can be served by them. Let's approach her thus:—

### 'Mid Pots and Pans



The kitchen is always with us—summer or winter it's always the same, someone has to plan the menu, do the ordering, prepare the food and serve the meals.

But the funny thing about it is that so often the housewife, even when she prides herself on being efficient and up-to-date, gives so little thought to the aids which can be had almost for the asking. We mean books! There are so many good ones on the market that it seems a pity not to apportion a tiny bit of the family income to a cook-book budget. Think how much easier kitchen work would become if one were supplied with some of the following:—

Such suggestions as these apply not only to catalogs and booklists, but also to display advertisements, and store display. They are always usable. They ought to be used always.

Events and seasons give ample choice of good sales talk approach. In winter, when people are snow-bound and interests center around playing at home, this is one road to bookselling:—

### For That Fireside Party

There's no time like a January evening for staging a party right at your own hearthstone, for when it's cold and blustery outside you're bound to settle down to a snug, jolly evening at home in front of a blazing fire. It may be bridge that engages your attention or



perhaps you favor parlor psychology or palmistry; maybe you're lazy and prefer just to listen to the radio. Whatever the diversion, you're almost certain at some time in the evening to want some of the books listed below. They'll add to the knowledge and the fun.

There need be no limits to the variety in the list that follows, for almost any book, weighty or light, will be appropriate for the fireside party.

This is a sort of all-in-one suggestion, which calls attention to both prose and poetry treasures, to classic literature and modern letters:—

### On With the Pocket Reserves!

When the thermometer hovers about ninety in the shade and you're too weak to inquire whether it is the heat or the humidity, the sort of book you want is something light of weight and easy to hold. The kind that can be tucked away in the pocket and forgotten until you find a cool spot in the woods, on a shady veranda, or out in a canoe where you can settle down to something approaching comfort and lose yourself in a good story, a volume of essays, some poetry or a book of biography or history. There's a choice for every mood.



Here's an example of attracting attention to play reading in the summer time:—

#### Stage It in Your Garden!

"Twenty degrees cooler inside," says the sign outside that theater which dares to brave the August heat. How lucky the amusement seeker who can enjoy the lines of a popular play in a porch swing with a frosted glass of something cold at hand rather than trust the verity of the sign!



The vacationist who has not had the opportunity to view some of the season's most popular stage productions, can make up for his lost chances by reading the plays at leisure in some cool and shady garden retreat, since so many of them this year have been brought out in convenient book form. All he has to do is choose and read!

These are some of the elements of sparkling booklist making and book advertising—bright captions, attractive illustrations, pleasant and intriguing selling talk—all providing a charm that lures people to your shop and its books.

These samples are from *Books Of The Month*. They can be bettered, but all of them show the point and moral of this idea that customers can be led or lured to books and reading thru interesting sales talks.

The point is that the idea of books and their place in the pursuit of pleasure and profit is the thing to be sold. Once sell that and we sell the titles themselves. How much better to make the titles subsidiary and make people feel a desire to read.

The value of lists and of introductions to them like those used here can be greatly increased by localizing the copy, inserting incidents and pertinent allusions which will do what every sales talk has to do, draw the attention to the material and then hold it until what you have to say has been listened to. And remember the power of curiosity, one of the surest salesmen in any business.

## In the Bookmarket

**H**OW short may be the step from the resources of scholarship to popular reading and even reading for children is particularly well indicated by the publishing of two books by Randolph G. Adams, librarian of the famous William L. Clemens Library of the University of Michigan, one of the libraries in the country whose resources on early American history make their collections of first importance to the historian. The first book was "The Gateway of American History" and the second, just issued, "Pilgrims, Indians and Patriots." The books are full of illustrations taken from the early records of American travelers, explorers and historians, and the reader is taken into the very spirit of the periods of exploration and settlement as reflected in the pages of European books. Mr. Adams first conceived the books when he had photo-

tostats of these rare pictures made as a scrapbook for his son. A. Edward Newton saw the book and sent it to Ellery Sedgwick of the *Atlantic*, who encouraged Mr. Adams to develop the idea into a book. Adults as well as children will find that these volumes add much to their understanding of American history, and collectors will find in them suggestions for broadening their own knowledge of the first-hand material of American history. \*

The efforts of the Yale University Press in publishing history have been interesting for the experimental work done, "The Chronicles of America," the series of films resulting from that work, and, lately, "The Pageant of America," an 11-volume set of the history of the United States based on its new appeal of a profusion of pictures, some 800 or 900 to each volume. All these pictures are of direct historical interest and

have been drawn from an immense variety of sources, old maps, title-pages, broadsides, portraits, photographs, all as carefully winnowed as the text itself. The current addition to the set includes Volume 7, "In Defense of Liberty," "The Story of the Wars Since 1861," the ninth volume "Makers of the New Nation," the story of the development of the country from the Civil War to the administration of President Coolidge, and the tenth volume "American Idealism" which chronicles the story of religious organization and developments from earliest times to the present day and of the educational methods and facilities from the days of the New England primer to the present university organization. \* \* \*

The use of maps and charts to picture historical events has been developed in connection with the "World War Chronicles" by S. C. Dickerhoff, Jr., and J. B. Ferris, a large broadside for wall decoration published by the Neo-Techni Research Corporation, General Motors Building, New York. The larger part of the broadside is given up to individual chronicles of just what each country did in the World War and the maps placed among the text allow the reader to follow the campaigns from year to year as they developed. \* \* \*

Who knows Salt Horse? Arthur Mason's American publisher, Sears, felt that this bit of sailor slang might not be understood by American book buyers, and they changed his book of that title to "An Ocean Boyhood." But that sounded flat for such a full-flavored sea chronicle so back it goes at the author's insistence to "Salt Horse." Arthur Mason who has lived in all lands and anchored in all ports tells in "Salt Horse" what actually happened to an Irish boy who ran away to sea in the days of the lime-juicers. His wife, Mary Frank, was a few years ago the director of extension work in the New York Public Library and together while on the Riviera last winter they wrote "The Fossil Fountain" for children, which Doubleday, Doran published.



One of Manning de V. Lee's illustrations for "Davy Jones's Locker," Doubleday

The episode of the softening of the title of "Salt Horse" has a decided resemblance to the earlier episode in the publishing history of Conrad's books when "The Nigger of the Narcissus" was changed by Dodd, Mead & Co., to "Children of the Sea" only to be shifted back again to the more vivid title. \* \* \*

Horace Green, President of *Duffield and Co.*, has just returned to New York from a literary scouting trip to London and Paris. Among manuscripts he brought back is one from the pen of Sir Henry Fielding Dickens, son of the great English novelist. Sir Henry, who is a Bencher of the Inner Temple, has set down his recollections of his father, a work undertaken in his declining years—he will be eighty in January. While in no sense a complete Life of Dickens, the recollections of the son are expected to form

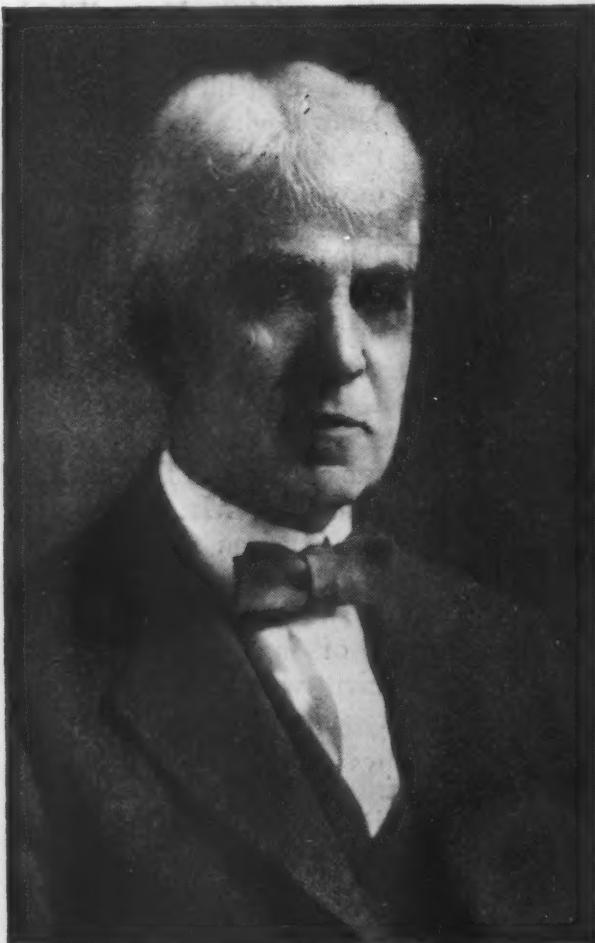
a new and intimate addition to Dickensiana. \* \* \* While abroad, Mr. Green also arranged for the American publication of Baron Wrangel's autobiography. The one-time chief of the anti-Bolshevik forces left behind a record of the last days of the Czar and the civil war which followed. He wrote in French and the work is now being translated. The book will be published here during 1929. \* \* \*

A delightful little book for Christmas—"The House of Dooner," by Christopher Morley and T. A. Daly, will be issued December 15th by the *David McKay Company*. "Dooner's Hotel" was a famous Philadelphia institution for nearly 50 years. The House was noted for its eminent respectability as well as for its comfortable cheer and gaiety. The hot, dry sirocco of Volsteadism was too much for it, and the friendly old inn has passed away. The story of The House of Dooner is charmingly told by Christopher Morley and T. A. Daly, who were among the men of distinction who were familiar figures there. \* \* \*

The selection of the Religious Book Club for December is "The Master, A Life of Jesus Christ" by Walter Russell Bowie. It is published by *Scribner*.

# In and Out of the Corner Office

**A**FTER forty-five years of bookselling George F. Warfield, head of Hartford's famous old bookstore, has decided to retire on January 1st from active business. Mr. Warfield has been for many years one of the conspicuous figures in New England bookselling and an active member of the American Booksellers' Association.



*George F. Warfield*

The business will continue at the same address on Asylum St., under the direction of Mr. Warfield's partner Israel Witkower, who is already well known to the traveling fraternity thru his 27 years connection with Mr. Warfield.

The book business of which Mr. Warfield became head was founded in 1835 at No. 20 State Street as Brown & Parsons and nine years later moved to a new location on Main street where the Hills block now stands. In 1846 the business was

again moved to Main and Asylum streets on the site of the Corning building.

The firm of Brown & Gross was organized in 1858 and established itself in 1869 at the present location of G. Warfield & Company. The members of this firm were Flavius A. Brown and William H. Gross. Mr. Brown died in 1880 and Mr. Gross in 1891. After the death of the latter, the surviving partners, Leverett Belknap and George F. Warfield, formed the partnership of Belknap & Warfield. Mr. Belknap retired in 1910 and the business since that time has been conducted by Mr. Warfield under the name of G. F. Warfield & Company.

Mr. Warfield has no definite plans for the future, but will not again engage in active business. He is a member of the Hartford and City clubs and has a wide acquaintance and numerous friends among the publishers and booksellers thruout the country. \* \* \*

Harrison Smith tells us that he has this week resigned as editor for Harcourt, Brace & Co., where he has been for seven years. He has so brilliant a mind for book publishing that we can't but believe that he'll be lured back again after a few months rest. \* \* \*

A. T. Chapman, well-known bookseller of Montreal, has just entered the firm of Foster-Brown of Saint-Catherine St., West. Mr. Chapman will have charge of the book department. In 1890 Mr. Chapman came from England, and the next year began his bookselling career with Foster-Brown Co. He became manager of their new store in 1893, but left them the following year to open his own business, "Chapman's Book Store" on Peel St. In 1913 the shop was moved opposite to the High School to obtain the student's patronage. Mr. Chapman continued in this location for fourteen years until last year when he was forced to dismantle, as the property had been sold. For several years Mr. Chapman was president of the Canadian Booksellers' Association. He was also president of the Dickens Fellowship and of the St. James Society. It is

interesting to see Mr. Chapman re-enter the firm of Foster-Brown where he really served his apprenticeship thirty-seven years ago. \* \* \*

Donald F. Rose, who is known to readers of this bibliopolic sheet as our Philadelphia correspondent, has informed us, as well as his readers, that beginning in January, 1929, his "*Stuff and Nonsense, a Magazine of No Importance*" will exit as a separate sheet and make its appearance as a monthly section of *The North American Review*. There is to be a new section which we look forward to, one for The Dear Little Noosances. \* \* \*

Jonathan Cape, the London publisher is staying for a month in New York, and next year expects to spend considerable time in this country rounding out a plan which he has in mind for establishing an American publishing house.

### L. M. Cross Retires

L. M. CROSS, who, as director of sales for the Vir Publishing Company, has become known to every bookseller from one end of the country to the other, is now retiring from the field. At present he is ill at his home in Haddon Heights, N. J. Mr. Cross, in connection with his selling, published what became possibly the best known house organ in the booktrade. He called this house organ "*Successful Selling*," and as he traveled thruout the country he gathered up personal stories of booksellers, both store managers and clerks, and printed these stories with their pictures. In this way his paper became a mine of information about the outstanding people in the trade.

### Margolies Goes With Covici-Friede

JOSEPH A. MARGOLIES, who has become widely known in the trade as buyer for Brentano's main store, throws his lot with publishing on the first of the year by joining the Covici-Friede organization as manager of sales. Twenty years ago Mr. Margolies organized the Rand School Bookstore in New York and in 1912 went with Brentano's where he has risen by successive steps to the post of head buyer of new books. He has contributed many articles on trade discussions

and his address on "Buying" at the last A. B. A. convention was widely quoted. He serves on the A. B. A. BookSelection committee.

The firm of Covici-Friede has been operating in New York only since June, but Mr. Covici has been a publisher for several years and has had his own firm in Chicago since 1924. Donald Friede began his publishing career with Alfred Knopf and later became Vice-President of Boni & Liveright. He withdrew from that firm in January 1928.

### Knopf Opens a Children's Book Department

THE imprint of the Borzoi has been but sparingly used on children's books, and now it has been decided to organize a special department for their development and to bring forward a group of titles which would savor of the Knopf ideas in content and manufacture. The list will start with some few books already in the catalog such as Walter de la Mare's anthologies, Hudson's "Little Boy Lost," Belloc's "Cautionary Rhymes," Barbara Follett's books, a "Mother Goose" that came this year, and "Arabian Nights."

Marion Fiery has been selected as manager of the department. Miss Fiery is well known in both the booktrade and library circles. She got her early contact with books at the Washington County Free Library at Hagerstown, Md., where she served under Miss Titcomb, who has been a pioneer in many library developments and the organizer of the first book club thirty years ago. From Hagerstown Miss Fiery came to the New York Public Library and served as assistant to Anne Carroll Moore, head of children's work. During her three years there she had one year as children's librarian for the Mott Haven branch, and as editorial assistant to Miss Moore had contact with the books of all publishers and their selection for the New York Library system. Three years ago she was invited by Mr. Macrae to become connected with the active children's department of E. P. Dutton & Company, and during this time has had contacts with numerous authors and illustrators and has moved about generally among the trade in the stores and at the conventions.

### "The Well of Loneliness"

**T**HE thesis of Morris L. Ernst's and William Seagle's recent book on censorship, "To the Pure," was that censorship was largely futile because so extremely inconsistent. This has been borne out still further in the recent case of "The Well of Loneliness" the novel by Radclyffe Hall. Miss Hall's earlier book, "Adam's Breed," was accepted as a novel of distinction, and when she brought her new volume to Jonathan Cape, he decided that it was too fine a book to fail of a publisher because it touched on a subject that is usually taboo in literature outside of the volumes on the psychology of sex. He, therefore, decided to issue the volume on August 20th. As soon as it was out the London *Sunday Express* made violent attacks on it and called on the Home Secretary to take action against its continued publication. Mr. Cape took up the challenge and sent the book to the Home Secretary for his comment, and, rather to his surprise, the Home Secretary asked him to withdraw the book. This was done, as to go on and risk a court action would leave the volume permanently on the censorship lists. Next, the Pegasus Press of Paris offered to print it in order to supply the European demand. Some books were naturally shipped to England, and a package was seized at the Custom House in Dover. When the question of seizure was taken before the Customs Court, they found that they were acting without any ban on the book and really on newspaper evidence, so the package was released. Next, the government, seeing what an inconsistency had developed, sent a search warrant to Mr. Cape's offices and seized two copies of the first English edition which had been put away in a strongbox and two Pegasus Press copies that had just arrived from Paris as samples for record. The case against these books is still in the courts.

Alfred A. Knopf, who had read the book in its manuscript form and who had contracted to publish it, decided on account of the publicity of the case to withdraw from the field, and several others offered to take the book. Mr. Cape, who arrived in this country on the 21st, had to act quickly in order to get the book out in this country within the hundred and twenty days pro-

vided by our copyright law. He immediately proceeded to set up the book and prepared to print a limited and numbered edition of 500 copies. A week later he accepted an offer from Covici Friede to publish an American edition at \$5.00 a copy which edition will be ready on the 20th, besides undertaking to sell at \$10.00 a copy the special first issue of 500 copies which Mr. Cape has prepared and which has been given a special binding to distinguish it.

Practically all critical opinion in England was strongly in favor of the book and scores of important English authors were ready to appear in the book's behalf. One Sunday newspaper lacking feature material for August pages seems to have been the cause of a tempest.

### Devotes Nobel Prize to Charity

**T**HE entire amount of the Nobel Prize which was won this year by Sigrid Undset is to be devoted by her to charity. The prize this year was equal to \$42,000 and she has already given the first gift of \$20,000 to provide financial assistance to parents who are obliged to maintain mentally deficient children in their homes.

### Benavente Play Banned

**T**HE latest play of Jacinto Benavente, "For Heaven and the Altars," which has been in rehearsal in Madrid has been vetoed by the censor. In the play a queen, king and cabinet minister argue as to whether religion or medical science should be invoked to cure the heir to the throne. The heir to the Spanish throne is ill but whether this circumstance was responsible for the banning of the play is unknown. The government will however allow the play to be published in revised book form, feeling that when the work is known the public will realize that it would be dangerous to the public's peace of mind to allow the play to be performed.

### Masonic Book Bookplates

**T**HOSE interested in bookplates will find a guide to a very special field in the volume on "Masonic Bookplates" by J. Hugo Tatsch and Winward Prescott, just published by the Masonic Bibliophiles, Cedar Rapids, Iowa, in an edition of 202 copies.

# Philadelphia Booktrade News

Donald F. Rose

*Editor, Stuff and Nonsense*

CAMPION'S at 1905 Walnut St., are distributing the fourth pamphlet by Joseph Jackson, enlightening and entertaining the public with booklore in line with the store's special interests. The current subject is Fine Bindings, and there is in the window a gay and fascinating display of finely bound books, implying the opulent shelves within.

Campion's have two new publications ready for the gift season. "The Songs of Bilitis" of Pierre Louys is published in a beautiful illustrated edition at \$25.00 and for the Venetian Society the firm is publishing and distributing a new 12 volume edition of the "Memoirs of Jacques Casanova." The price is \$75.00.

A new department in the store is devoted to fine etchings, adding new beauty to a bookshop which is already a joy forever to lovers of books and things fine and rare.

George W. Jacobs Co., recently managed an unusually effective display of the works of James Stephens in connection with a Fair and Fiesta given by the Women's City Club at the Ritz Carlton. The party was designated as the "Crock of Gold Fair," and in Jacobs' window appeared the Rainbow, the Crock, and a sufficient selection of books. The store announces that it is a partner in the plan for converting Chestnut Street between 17th and 18th into a Christmas fairy-land, representing a community spirit among the local merchants and a good eye for business.

At the Aldine Book Shop in the Warwick Hotel we hear some interesting gossip concerning A. Edward Newton's new book, "This Book Collecting Game." Not only has this volume already acquired a premium on its first edition, but Mr. Newton's suggestions to collectors have inspired numerous inquiries after first editions that have hitherto remained unconsidered. In the window of Rosenbach's, on Walnut Street, Mr. Newton's book holds center

stage, with Dr. Rosenbach's own book, "Books and Bidders," keeping it good company.

A striking window at Wanamaker's is given entirely to "Frontier Days," a collection of classic prose and verse concerning early America edited by Oliver G. Swan and published by Macrae-Smith of Philadelphia. An Indian figure in the display is said to be wearing a suit presented to the late Rodman Wanamaker on his initiation into one of the Indian tribes, and there are also many Indian weapons and implements, and a number of the original oil paintings of Frank E. Schoonover which illustrate the book. Macrae-Smith report that "An Alphabet of Aviation" has made a real hit, while "Historic Airships," the handsome gift book which is third in the series of illustrated books for children, on the history of transportation, is eating rapidly into an unusually large first edition. The house promises two new mystery stories in early January, "The Secret Trail," by Anthony Armstrong, and "The Case of the Black Twenty-Two," by Brian Flynn.

The John C. Winston Company is publishing a monthly folder or "house-organ" for the trade, full of gossip of Winston books. A special publication of the company, is "The Blankenburgs of Philadelphia," by Lucretia Longshore Blankenburg, which has gained the distinction of securing more review space in the Philadelphia papers than any "best-seller" ever published. Among the books issued by the firm's new department of religious books is an interesting Bible, printed in four colors which reveals the four chief Biblical themes—Salvation, the Holy Spirit, Temporal Blessings and Prophecy. For more secular tastes there is Milton C. Work's "Auction Bridge for Beginners," which was published November 5. The principal pride of Winston's at the moment appears to concentrate on its text-books and dic-

tionary. "Winston's Simplified Dictionary" has now been named for exclusive school use in six states, and the two books of "Human Geography" have just been chosen for exclusive use for six years in Arkansas.

Brentano's new Philadelphia store is now open and is in charge of J. C. Joel, who comes here from New York. Womrath's Lending Library has opened a new branch on 18th Street, just south of Chestnut. The French Book Shop is firmly established in time for Christmas in its new home at 213 S. 17th Street. The shop is interested exclusively in foreign books and magazines, and has also a display of imported art and gifts.

Lippincott's list is resting easily now after the fall output. Sir Harry Lauder's "Roamin' in the Gloamin'" has had a place on the best-selling lists for quite a while, and "Paris Salons, Cafés, and Studios," by Sisley Huddleston, which is an anecdotal narrative of the artistic life of Americans in Paris, is following on its heels. Among many children's books from this house the charming novelty of the season is "Poems for Peter," by Lysbeth Boyd Borie. This is a collection of verses illustrated with scissor cuts. Mrs. Borie has given many readings from her book to groups in Philadelphia, and lately did so at a gathering of *Forum* contributors at the Villa Nova home of H. G. Leach, editor of *The Forum*. Many of these verses and illustrations originally appeared in the pages of *The Forum*.

The Philadelphia Booksellers' Association met on November 15th at the Franklin Inn Club. President Charles C. Shoemaker presided. Dr. Robert P. Palmer, author of "Archery," gave a very vividly descriptive talk on this ancient but fast reviving sport of which he is probably America's leading authority. The doctor had with him his valuable collection of bows and arrows and a target was set up in the club room, the history of each type of bow was traced and its use explained and the various shots the speaker demonstrated showed him to be possessed of an almost uncanny skill. In the course of his talk Dr. Elmer mentioned some ludicrous mistakes certain modern novelists have made when venturing to thicken a plot with archery, mistakes as to nomenclature and the sport's possibilities.

Arthur Stanwood Pier, one time editor of *Youth's Companion* and well known to booksellers, has joined the Penn Publishing Company authors. His theme was the growing importance of juvenile fiction. Mr. Pier looked like a man who would and could write a fine boy's story and his latest book "The Coach" thru the generosity of the Penn Publishing Company, was presented to each guest.

The store of Charles Sessler on Walnut Street is resplendent at present with a fine collection of oil paintings and prints on sporting subjects, principally brought from England. A Christmas novelty is a charming little plaque of Mr. A. Edward Newton in his library, published by Sessler's for a paper-weight or library table ornament\*. It is the work of Beatrice Fox Griffith, and a number of other charming bronzes by the same hand decorate the Sessler window.

The Emma Feldman Book Shop at 1232 Locust Street opened a "branch office" for a few days lately at the bazaar of the Women's International League for Peace and Freedom. Miss Feldman also took charge of hanging the pictures displayed at the bazaar, and reports her dismay at the discovery that she had hung some fine examples of modern art upside down—without seriously affecting their sales values.

\* Reproduction in the November 17 *Publishers' Weekly*

## Fine Publishing Project of a University Press

**P**ECULIARLY appropriate to university publishing and highly creditable to the young press of the University of North Carolina is the project of fifteen volumes of history of South American republics, Central America and Mexico which is now to be undertaken after having secured several hundred subscribers. These histories will be by native authors of the countries treated and will be selected by a subcommittee of the American Historical Society. Great care will be taken with the translations. Such a project fits in admirably with the new contacts with South America which will be established by President-elect Hoover's trip—contacts started by Lindbergh's goodwill flights to Central and South America.

# English Booktrade News

*From Our London Correspondent*

## The Late Andrew Melrose

ANDREW MELROSE, a well-known figure in the publishing world, died in hospital the other day. He founded the firm of Andrew Melrose, which two years ago was purchased by Hutchinson. Later he started another publishing business, which he carried on until his illness. His greatest published success was "A Student in Arms." He was also a close friend of George Douglas Brown, who wrote that able but grim story, "The House with the Green Shutters." Also Mr. Melrose published a volume of his own essays, which appeared anonymously. One of the publishers who many years ago encouraged prize competitions in order to discover promising new authors, Mr. Melrose found several new novelists whose work became well known. He also introduced David Grayson and Jackson Gregory to English readers.

## Prizes

Jonathan Cape, in conjunction with Harper Brothers of New York, is offering a prize of £1000 for a new novel, in the English language, and written by anyone of British nationality. The novel must be submitted to the publishers by August of next year. We hear also that George Allen & Unwin are offering a similar amount for a volume of biography.

## Ireland Bans Books

Some books belonging to certain Irish public libraries having been burned after examination by the Roman Catholic Archbishop, the officially appointed Censor, one of the members of the Library Committee asked for a list of the banned books, as it was rumored that some of Bernard Shaw's books had been burned. The secretary replied that books by Bernard Shaw had not been burned, but had been placed where they could be only obtained with the sanction of the Libraries Committee. Mr. Lynch alleged that books by Arnold Bennett and Victor Hugo had been destroyed.

## American Collectors

Gabriel Wells is returning to New York to attend the sale of the library of Jerome Kern, the composer. Mr. Wells told a London newspaperman, the other day, that very few American collectors buy books with an eye to reselling at a profit.

## Mr. Frankau

Gilbert Frankau, the famous novelist, is joining in a directorial capacity the enterprises of William Harrison, chairman of the Inveresk Paper Company, who last year acquired control of an important group of illustrated weekly publications, now Illustrated Newspapers, Ltd.

## Cheaper Books

Arnold Bennett says that cheaper books are not wanted. At least this is the title he gave to a recent article, in the course of which he said:

"Here is a British phenomenon. Recently a new novel was published in exactly the style of the ordinary 7s. 6d. novel; but its price was fixed at 3/6—as an experiment. A similar experiment was made in England about twenty years ago, but it was not limited to one book. It failed. Booksellers would not encourage it. Today's venture has not been encouraged by the booksellers. The subscription for the novel was no larger than it would have been had the book been offered at more than twice 3s. 6d. One of the very largest booksellers in the country, if not the largest, actually objected to the reduced price. He preferred dear books: that is, he did not want books to be popularized in the only way in which they can be popularized. He said: 'I am here to supply a demand—not to create it.'"

And that's that, only Mr. Bennett said "So there you are."

## Best Sellers

This is the height of the autumn season, and, naturally, many books are doing extraordinarily well. It is impossible to give a full list of the successful books of the

moment, but the following are to be found among the first section of best sellers:

#### GENERAL

- "Franz Schubert," by Newman Flower.
- "My Biography," by Benito Mussolini.
- "Midsummer Night," by John Masefield.
- "Rasputin," by René Fülöp-Miller.
- "Orlando," by Virginia Woolf.
- "Goethe," by Emil Ludwig.
- "Generally Speaking," by G. K. Chesterton.
- "Beneath Tropic Seas," by William Beebe.

#### FICTION

- "Action and Other Stories," by C. E. Montague.
- "Old Pybus," by Warwick Deeping.
- "The Gate Marked Private," by Ethel M. Dell.
- "The Actor," by H. A. Vachell.
- "Jehovah's Day," by Mary Borden.
- "The Pathway," by Henry Williamson.
- "Portrait of a Spy," by E. Temple Thurston.
- "Under the Mosquito Curtain," by Pamela Wynne.

### Copyright and Mechanical Music Bills in Congress

WITH the opening of Congress for the completion of the Seventieth Session, the bills that had been introduced onto the calendar of last spring are again before the Legislature. These include two copyright bills, the so called "Divisibility Bill," H. R. 8913, to amend Sections 27, 42 and 44 of the Copyright Act of March 4, 1909, which was reported to the House April 2nd. This bill was very strongly urged by the Authors' League, and its principles are involved in the general revision of the Copyright Law which has not come out of committee. The only strong opposition is that of the periodical publishers. Also, H. R. 13452, the Mechanical Music Bill. This would amend the sections of the Copyright Act of 1909 with respect to mechanical reproduction of music compositions and in principle provides a way by which composers can make competitive contracts for their

compositions instead of being obliged to take the statutory two cents a roll or disc. With this change is embodied the feature which makes it obligatory after one contract has been so accepted to allow other manufacturers to use the same material at the same rate.

### Bookselection and Book League of America Discontinued

THE plan of a monthly Bookselection proposed at the convention of the American Booksellers' Association last May and carried out thru the fall is to be discontinued according to a decision of the Board of Trade reached this week. The plan needed at least 10,000 sure subscriptions to make it a success. This figure has not been reached since the first book, and, undertaken on a small scale, the plan seems impractical. The books so far selected have been "All Kneeling" by Anne Parrish, "The Giant Killer" by Elmer Davis, "Jubilee Jim" by Robert H. Fuller, and "The Wanderer" by Alain-Fournier. The Board of Trade has been sounding out the members of the A. B. A. to see whether they would prefer to have it continued on the basis of ten recommended books, as discussed before the single bookselection plan was adopted, but no announcement as to the result of this can yet be made.

The Book League of America is also discontinuing its program of paper-covered books and cloth books, having published Josephson's "Zola and His Time" for the first volume and Hardy's "Poems" for the second. The program has been widely advertised, and had an able committee of jurors.

### Booksellers Beware of Thief as Clergyman

NEW YORK booksellers have been visited lately by a man in clerical garb who at one store used the name of "Rev. L. B. Odell of Grace Church" and in doing so obtained credit for books he did not intend to pay for. Also, Charles Watson, sometimes using the name of Roberts, has been buying sets and using checks of no value.

## Obituary Notes

### SIR JOHN MURRAY DIES

*Will be Succeeded by  
John Murray Fifth*

SIR JOHN MURRAY at the age of seventy-seven died in London November 30th, the fourth of his name in the famous line of publishers. He is succeeded by the fifth of the same name, Colonel John Murray.

The four Murrays have spanned a hundred and sixty years, continuing publishing since the first of the name, a Scotchman twenty-three years old, retired from the Marines, dropped the Mac from in front of his surname and started into bookselling on Fleet Street, London. His first publishing effort was a new edition of Lyttleton's "History," followed by such sets as Langhorne's "Plutarch," Mitford's "Greece," D'Israeli's "Curiosities of Literature." He died in 1793, and his son succeeded him at the age of fifteen. This Murray, thru his connection as the publisher of Scott's poems, as the founder of the *Quarterly Review* and as the publisher of Browning, carried the fame of the imprint of Murray thruout the English-speaking world. His life was written by Samuel Smiles in two volumes, published in 1891. He died in 1843 and was succeeded by John Murray, Third, who put the imprint into new fields of recognition by the publication of the famous Murray "Handbooks of Travel," the works of such writers as Gladstone, Shanley, Borrow, Darwin, Livingstone, etc. John Murray, Fourth was born in 1851 and succeeded to the business in association with A. Hallam Murray. The imprint lost none of its accumulated distinction at the old address on Albemarle Street. He greatly broadened the activity of the house. Poetry having been dropped from their list in spite of the earlier connections with Byron and others, novels came in for a welcome, and important contacts were made by the purchasing of the business of Smith Elder, who had on their lists the names of Thackeray and Browning. The *Quarterly Review* was reorganized and the *Cornhill Magazine* started.

Mr. Murray was knighted as Sir John Murray in 1926, and was noted thruout his career for his scrupulous observance of publishing ethics and his high standards of relations with authors. His own literary

work included the writing of "The Memoirs of John Murray, Third," published in 1920, and editing the correspondence of Byron and Gibbons' autobiography. He served as president of the Publishers' Association, was one of the owners of the Publisher's Circular, and had served as High Sheriff of the County of London.

### EZRA MEEKER

EZRA MEEKER, one of the last of the covered wagon pioneers, died at Seattle, Wash., on December 3rd, at the age of ninety-seven years. Mr. Meeker was born at Huntsville, Ohio, on December 29, 1830.

While still a young boy he became an apprentice, and later a journeyman printer. His education was acquired thru reading, association, and travel.

His first trip across the Oregon Trail in 1852 was made by an ox team and wagon. The entire trip from Ohio to Portland, Ore., took five months. In 1924 he made the journey from Oregon to Washington, D. C., over the same trail in less than one day, traveling by airplane. During the intervening years Mr. Meeker made many trips across the United States using every mode of conveyance, but he declared none of them had the charm of travel behind a team of oxen.

As President of the Oregon Trail Association, and president of the Pioneers of America, Ezra Meeker has published the following books: "Washington Territory West of the Cascade Mountains," "Hop Growing in the United States," "Pioneer Reminiscences of Puget Sound," "The Oregon Trail," "Uncle Ezra's Pioneer Stories for Children," "Eighty-Five Years of a Busy Life," "Seventy Years of Progress in Washington," "Ox Team Days" and "Kate Mulhall."

### Changes in Price

D. APPLETON & COMPANY

"Insect Stories" by Vernon Kellogg, from \$1.75 to \$2.00.

Laboratory Exercises in Physics by Frederick R. Gorton from \$1.00 to \$1.50.

### Business Note

J. H. SEARS AND CO., have announced that Floyd H. Nourse is to represent them in the Pacific Coast territory, which embraces the states from Denver west.

# The Weekly Record of New Publications

THIS list aims to be a complete and accurate record of American book publication. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request, in which case word "apply" is used. When not specified the binding is "cloth."

Imprint date or best available date, preferably copyright date in brackets, is always stated, except when imprint date and copyright date agree and are of the current year, in which case only "c" is used. No ascertainable date is designated thus: [n.d.]

Sizes are indicated as follows: F (folio: over 30 centimeters high); Q (4to; under 30 cm.); O (8vo: 25 cm.); D (12mo: 20 cm.); S (16mo: 17½ cm.); T (24mo; 15 cm.); sq., obl., nar., designate square, oblong, narrow.

## Agate, James

Rachel. 178p. (3p. bibl.) front. (por.) D  
(Representative women) c. N. Y., Viking  
Press \$2

A biography of the great French actress.

## Alonso, Antonio, and Hershey, P. R., eds.

Technical and industrial Spanish. 335p. il.,  
diags. D (Heath's modern lang. ser.) [c.'28]  
N. Y., Heath \$1.92

## Arendzen, John Peter, D.D.

The church triumphant. 101p. S (Treasury  
of faith ser., 35) c. N. Y., Macmillan 60 c.

## Bacheller, Irving Addison

The house of the three ganders. 315p. D  
[c.'28] Ind., Bobbs-Merrill \$2

Mystery stirs a quiet little upstate New York  
town.

## Baillie, John

The interpretation of religion; an introductory  
study of theological principles. 492p.  
(bibl. footnotes) O c. N. Y., Scribner \$4

## Baker, Elizabeth Whitemore

Oral English. 255p. il. D [c.'28] Bost.,  
Allyn & Bacon \$1.40

## Banks, Louis Albert, D.D.

Sermons for reviving; on the table talk of  
the master. 160p. D [c.'28] N. Y., Revell  
\$1.50

## Barney, Anna Louise

Silver bugles of the moon [verse]. 46p. S  
(Contemporary ser.) [c.'28] Bost., Four Seas  
bds., \$1

## Barney, Mrs. Maginel Wright

The baby's record through the first year in  
song and story; il. by the author. 61p. il. O  
'28 N. Y., Harper bds., \$3.50, bxd.

## Abbott, Justin E.

Dasopant Digambar; translation of the Dasopant  
Charitra. D (Poet-Saints of Maharashtra, no. 4)  
[n. d.] Summit, N. J., Author, 120 Hobart Ave. \$1.25

## Basset, William Rupert

How to solve typical business problems.  
232p. D [c.'28] N. Y., B. C. Forbes Pub. Co.  
\$2.50

## Bassett, John Spencer

Makers of a new nation. 344p. il. (col.  
front.), maps, diagrs. Q (Pageant of Amer.,  
v. 9) c. New Haven, Conn., Yale

set sold by subscription  
Dealing with the period from Lincoln's presidency  
to the election of President Coolidge in 1924.

## Beals, Jessie Tarbox

Songs of a wanderer. 64p. il. O '28 N. Y.,  
August Gauthier, 1605 Nelson Ave. bds., \$1.60

## Bell, Katharin

Mammy's cook book. 295p. D [c.'28] N.  
Y., Holt oilcloth, \$1.75  
Old Southern recipes.

## Benchley, Robert Charles

Twenty thousand leagues under the sea, or,  
David Copperfield; il. by Guyas Williams.  
239p. D [c.'28] N. Y., Holt \$2

A new book of humorous essays, with some illustrations  
by the author.

## Berkhof, Louis

Biblical archaeology; 3rd. ed. rev. 182p.  
(bibl.) maps (col.) D [c.'28] Grand Rapids,  
Mich., Smitter B'k Co. \$1.75

## Blasdale, Walter C.

Fundamentals of quantitative analysis; 3rd  
ed. 403p. il. O '28 N. Y., Van Nostrand  
\$3.75

## Blonden, Adele

Red dawn. 203p. D [c.'28] Bost., Four  
Seas \$2  
A romance laid in New York and Petrograd.

## Bookstaber, Philip David

The Mary letters [fiction]. 139p. D '28  
Phil., Dorrance \$1.50

## Banks, Nathan, and Meyers, John Golding

Studies on Cuban insects. 28p. il. Q '28 Cam-  
bridge Mass., Harvard pap. 75 c.

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- Bowie, Walter Russell**  
The Master; a life of Jesus Christ. 340p. (bibl. footnotes) D c. N. Y., Scribner \$2.50  
By the rector of Grace Church, New York.
- Braithwaite, William Stanley Beaumont, ed.**  
Anthology of magazine verse for 1928, and, Yearbook of American poetry. 721p. (bibls.) O c. N. Y., H. Vinal buck., \$4
- Brederveld, J.**  
Christian education; a summary and critical discussion of Bavinck's Pedagogical principles. 139p. (bibls.) front. (por.) D c. Grand Rapids, Mich., Smitter B'k Co. \$1.75
- Brewer, Walpole**  
Eden Clay [fiction]. 230p. O '28 Phil., Dorrane \$2.50
- Brown, Sherman William**  
A Spanish reader for beginners. 176p. il. maps D (Borzoi Spanish texts) '28 N. Y., Knopf \$1.50
- Bruce, Gustav Marius**  
Luther as an educator. 318p. (12p. bibl.) front. (por.) D '28 Minneapolis, Augsburg Pub. House \$2
- Brueckner, Leo John, and others**  
The triangle arithmetics; bks. 1-3. various p. il. (pt. col.) D [c. '28] Phil., Winston bks. 1, 2, 80c. ea.; bk. 3, 96c.  
Also published in 6 volumes at 60c. for the first four books and 64c. for books 5 and 6.
- Buck, Nellie Manley**  
By winding trails [verse]. 64p. D [c. '28] Bost., Christopher Pub. House \$1
- Burlingame, Leonas Lancelot, and others**  
General biology. 627p. il., map, diagrs. O [c. '28] N. Y., Holt \$3.50
- Burroughs, Prince Emmanuel, D.D.**  
Our church and ours. 112p. D [c. '28] Nashville, Tenn., S. S. B'd. of So. Bapt. Convention 60c.  
On church finances.
- Carlyle, Thomas**  
French Revolution; 2 v. 546p.; 334p. T (Nelson new century lib.) '28 N. Y., Nelson lea., \$5
- Carmack, Paul R.**  
The diary of Snubs our dog; v. 3. no p. il. O [c. '28] N. Y., Sully \$1.50  
The adventures of a pup, recorded by a newspaper cartoonist.
- Buckingham, B. R., and Osburn, W. J.**  
Workbook for grade 6 to accompany the Buckingham-Osburn searchlight arithmetics; bk. 3, pt. 2. 112p. il., diagrs. O c. '28 Bost., Ginn pap. 36c.
- Bush, Coleman Hall**  
Success psychology: creative, constructive and productive power of right thinking. 232p. S '28 Milwaukee, Caspar, Krueger, Dory Co. fab. \$1.50
- Cammen, Leon**  
Principles of metallurgy of ferrous metals; 3rd. ed. rev. 210p. (bibls.) il., diagrs. O '28 N. Y., Amer. Soc of Mech. Engineers \$2.50
- Cassel, Gustav, and others**  
Foreign investments; lectures on the Harris Foundation 1928. 240p. (bibl. footnotes) D [c. '28] Chic., Univ. of Chic. Press \$3
- Cervantes Saavedra, Miguel de**  
Don Quixote; tr. by Motteaux; 2 v. 365p.; 419p. T (Nelson new century lib.) '28 N. Y., Nelson lea., \$5
- Chapman, H. Brun**  
Book of conundrums. 32p. D [c. '28] N. Y., Dean & Co. bds., 75c.
- Church, Richard**  
Mary Shelley. 177p. (bibl.) front. (por.) D (Representative women) c. N. Y., Viking Press \$2
- Connelley, William Elsey**  
Indian myths. 181p. il. D [c. '28] Chic., Rand, McNally 95c.
- Conrad, Joseph**  
Lord Jim; educational ed. 426p. D '28, c. '99-'20 Garden City, N. Y., Doubleday, Doran \$1  
The sisters; introd. by Ford Madox Ford [lim. ed.]. 72p. O '28 N. Y., Crosby Gaige [Random House] bds., \$20  
Victory; educational ed. 429p. D '28, c. '15, '21 Garden City, N. Y., Doubleday, Doran \$1
- Dickens, Charles**  
David Copperfield; v. 1; introd. by Allan Nevins. 421p. D (Modern readers' ser.) c. N. Y., Macmillan 80c.
- Dickson, Mrs. Margarette Ball, ed.**  
The owl; an anthology of verse by members of the League of American Penwomen. 46p. D c. N. Y., Dean & Co. bds., \$1
- Dostoevskia, Mme. Anna Grigorevna Snitkina**  
The diary of Dostoyevsky's wife; ed. by René Fülöp-Miller and Dr. Fr. Eckstein; tr. by Madge Pemberton. 421p. front. (por.) O '28 N. Y., Macmillan \$7  
The diary of the Russian writer's second wife covers their four months of almost penniless wandering in 1867 from Petersburg to Berlin, Dresden, Baden-Baden and Switzerland.
- Duncan, Captain Richard**  
Air navigation and meteorology; a complete and practical work on air pilotage. 136p. il., diagrs. S [c. '28] N. Y., Koppel Pub. Co., 407 Broome St. \$3.50
- Camp, Charles**  
Muggins, the cow horse. 110p. il. O [c. '28] [Denver, Col., Welch-Haffner Pr. Co.] pap. apply
- Clark, Barrett H.**  
Paul Green. 36p. (7p. bibl.) front. (por.) D c. N. Y., McBride pap. gratis
- Daitey, W. N. P.**  
History of the Old Fort Herkimer Church; 2nd ed. 32p. il. O '28 St., Johnsburg, N. Y., L. D. McWethy pap. 35c.

**Dunn, Fannie Wyche, and Traxell, Eleanor**

In field and forest. 288p. il. (col.) D (Mother Nature ser.) [c.'28] Evanston, Ill., Row, Peterson 80c.

Stories of the small wild animals for school children.

**Eva Le Gallienne's Civic Repertory plays.**

341p. il., diagrs. D [c.'28] N. Y., W. W. Norton \$3.50

The plays are "Hedda Gabler," "La Locandiera," "2 x 2 = 5" and "Three Sisters." With an introduction and direction notes by Miss Le Gallienne.

**Fleischman, Doris E., ed.**

An outline of careers for women; a practical guide to achievement. 526p. O c. Garden City, N. Y., Doubleday, Doran \$3

Forty-three women tell of the requirements and opportunities in the businesses or professions in which they are prominent.

**Flynn, Rev. T. E.**

The supernatural virtues. 105p. S (Treasury of faith ser., 18). c. N. Y., Macmillan 60c.

**Forster, John**

Life of Charles Dickens; ed. by J. W. T. Ley. 924p. il. O '28 Garden City, N. Y., Doubleday, Doran \$10

**Frost, Robert**

Selected poems. 223p. O [c.'28] N. Y., Holt bds., \$2.50

A revision and enlargement of the selection published in 1923.

West-running brook. 72p. il. O [c.'28] N. Y., Holt bds., \$2.50; lim. ed., \$10 bxd.

A new book of short poems. The limited edition is printed at The Merrymount Press and illustrated wth signed wood-cuts by Lankes.

**Gibson, Wilfrid Wilson**

Between fairs; a comedy. 92p. D '28 [N. Y.] Macmillan \$1.50

A play of English traveling carnival folk.

**Gilliat, Rev. E.**

The King's Reeve, and how he supped with his master; an old world comedy. 409p. il. (col. front.) D [n.d.] N. Y., Dutton \$2.50

A story of Edward the First's time in England, for boys and girls.

**Economic statistics of the Soviet Union; 2nd ed. rev.** 96p. Tt '28 N. Y., Amtorg Trading Corp., 165 B'way pap. 15c.

**Edison, Oskar E., and Norris, Ferris W.** Electrical engineering laboratory practice. 285p. il., diagrs. O (Engineering ser.) [c.'28] Bost., Ginn \$2.80

**Eystone, Lura M., and Roberts, Clare W.** Work that is play; the pupil's workbook in reading [accompanied by construction pages to cut out]. no p. il. obl. O c. '28 Bost., Ginn pap. 56c.; construction pages 24c.

**Gentry, Frank M.** The technology of low temperature carbonization. 369p. (bibl.) O '28 Balt., Williams & Wilkins \$7.50

**Gregg, John Robert** Libro de frases taquigraficas Gregg. 63p. S c. '28 N. Y., Gregg Pub. Co. pap. 50c.

**Griffin, Orwin Bradford** The evolution of the Connecticut State school sys-

**Gocher, William Henry**

Pacealong, and, Trotalong; 2 v. 456p.; 487p. il., diagrs. S c. Hartford, Conn., Author flex. fab., \$7, set Reminiscences of horses and horse-racing.

**Goodier, Abp. Alban**

Jesus Christ: man of sorrows. 107p. S (Treasury of faith ser., 13) c. N. Y., Macmillan 60c.

**Gray, J. Stanley**

Communicative speaking. 305p. (bibls.) diagrs. D c. Bost., Expression Co. \$2.50 On the principles of effective speech.

**Grimaud, Abbé Charles**

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# The Field of Old and Rare Books and Weekly Book Exchange

## CURRENT RARE BOOK NOTES

Frederick M. Hopkins

THE genuineness of the Lincoln autographic material which is being published in the *Atlantic Monthly* has been sharply challenged by Worthington C. Ford, formerly chief of the Division of Manuscripts of the Library of Congress, an authority on American history, and one of the most authoritative of experts on historical autographs. Mr. Ford frankly says that Lincoln never wrote the letters attributed to him and reproduced in facsimile in the *Atlantic* and he gives many reasons for his conclusions. Mr. Ford's specific allegation is not only that the editor of the *Atlantic* has not proved that the so-called Lincoln documents are really by him, but that a comparison with genuine letters of approximately the same date established the fact that the *Atlantic* letters were not written by Lincoln. The difference in handwriting is fundamental and unmistakable. "The question of historical veracity cannot be decided before all of the material is published," says Mr. Ford, "but that will come later. The point I want to stress at this time is not

the contents of the documents, but their authenticity. The editor of the *Atlantic Monthly* vouches for the genuineness of the Minor-Lincoln material, and describes in some detail the manner in which he became convinced of its trustworthiness. His methods are not convincing to me, for they are faulty in not having fully, or even reasonably solved the one point that should be conclusive—the writings of the documents. Until that point is established all else—descent in families, discovery and text—is of secondary importance. If we disprove one of the letters we disprove every other Lincoln manuscript in the collection, for they are all in the same schoolboy handwriting. Photostatic copies of the manuscripts were submitted to me before the publication, and I gave it as my conviction that the documents were not genuine. There was, for instance, one letter which is not included in the December article whose jagged edges did not indicate under a powerful glass the roughness natural in eroded document, but showed the clean-cut marks of scissors. Another point to be

noted is that none of the documents show a fold. It should be remembered that this was in the days before the envelope. The inside sheet of a letter was folded over and then the outside sheet was folded over that, to make a sort of envelope. There should be marks of such folds on these documents. The only possible explanation—that Lincoln wrote these love letters and carried them in his own hands to Ann—is not plausible." Mr. Ford adds: "The general form of Lincoln's handwriting came early, and in the many Lincoln letters and documents I have seen that form never varied so as to raise a doubt of its authenticity. Least of all is a man likely at any time to alter materially his writing, not even in a rough note or memorandum. Asserting the fact that Lincoln's handwriting had become fixed before the 40's, I also assert that the letter of Lincoln dated July, 1848, could never have been written by Lincoln. We have letters of Lincoln of that year which have never been questioned, and a like letter of 1846. In the collection of Oliver R. Barrett of Chicago is a letter from Lincoln to his wife, certainly to be classed as a familiar letter. It is dated April 16, 1848, only fourteen weeks earlier than the *Atlantic* letter. The writing is wholly different in the accepted letters from that in the *Atlantic*; and no one familiar at all with the Lincoln autograph would accept the last as anything but a crude and clumsy attempt to imitate, if indeed it deserves to be called an attempt. The test of writing is to my mind conclusive. I see nothing in the Lincoln items worthy of confidence." Mr. Sedgwick, editor of the *Atlantic* has replied at length to Mr. Ford, but it seems to us that the *Atlantic* letter of July 22, 1848, when compared with a genuine Lincoln letter in the collection of the Massachusetts Historical Society dated February 9, 1848, established beyond a possibility of a doubt that the *Atlantic* letter was not written by Lincoln. Here is a case in which every dealer and collector of autographs will be intensely interested. Before the controversy is over, we feel sure the truth will be established. If the material is a forgery proof will accumulate as the material is printed.

**GOODSPEED'S** "Christmas Catalogue of Books and Prints," with its illustrations and interesting text is well calcu-

lated to make those in search of holiday gifts consider a fine print or a book, and the variety ought to make it easy to find something appropriate. The books include first editions, illustrated books, rare books, and examples of fine typography, bound to order by such representatives of the art of bookbinding as Zaehnsdorf, Riviere, Sangorski and Sutcliffe, and others.

**T**HE receipt of the newest Brick Row Bookshop catalog points again to the great advance that has been made in book catalogs in the last few years. Here is what is equivalent to a paper-bound book, thick enough to have a paper label on the back and listing in detail over 600 works totaling many thousand dollars. The printing has been done by Hildreth of Brattleboro and is distinguished for its careful typography and legibility. The method of margin entries has been used to carry the author's name, and on every few pages some particular thing has been picked out for special discussion inside the box. There is a short discussion of the Baskerville Press before the listing of several volumes of that Press; there is an outline of the place of Kelmscott books before the listing of several Kelmscott items; the first edition of Boswell's "Johnson" is listed at \$600.

**A**CABLEGRAM from London brings the information that Gabriel Wells, rare book dealer of this city, has privately acquired Dr. Samuel Johnson's Prayer Book and Bible which was among the exhibits at the loan collection of Johnsoniana at the Amen House, London, in 1825. The volume bears the Oxford imprint and date of 1743, and bears much evidence of use by the great author, containing several hundred corrections of printer's errors, marginal notes, etc., in his handwriting.

### Catalogs Received

**First editions of English authors, bibliophile Society, Grolier Club, Ashendene, Doves, Kelmscott, First Editions of English books of the nineteenth and twentieth centuries.** (No. 30.) Davis & Orioli, 30 Museum St., London, W. C. 1, England.

**Natural history, sports and travel.** (No. 33; Items 1056.) Dauber & Pine Bookshops, Inc., 66 Fifth Ave., New York City.

**Nonesuch Presses and Bruce Rogers.** (No. 120.) Walter M. Hill, 25 East Washington St., Chicago, Ill.

**Theological literature, comprising mainly the library of a prominent layman of the Church of England.** (No. 594; Items 1775.) Charles Higham & Son, 13, Charterhouse St., London, E. C. 1, England.

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Org. 1922.  
Hudson. Prospect of Intern. Law in the 20th  
Cent.  
Encycl., Iconogr., of Arts and Sciences. 1866.  
Foll.  
Löhnis. Studies Upon the Life Cycles of the  
Bacteria. I.  
Genetics, Menasha. Title and ind. to vols. 3, 5,  
8, 10; vol. I, 1916, no. 2; vol. 7, 1922, no.  
2 and title and ind., vol. 9, 1924, no. 1  
title and ind.  
American Architect. 1914 to 21, 23.  
Jefferson, Th. Writings. Washingt. ed.  
American Journal of Archaeol. Vols. 21 to 26.  
Amer. Journ. of Psychol. Vol. 27, no. 1; vol.  
30, no. 3, or the compl. vols.  
Bulletin of the Amer. Mathem. Soc. Vol. 34, 1.  
American Journ. of Mathematics. Vol. 50, 1.  
Mineral Industry. Vols. 25, 26.  
Official Gazette of the U. S. Office. Vol. 350,  
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Annals of the Amer. Acad. of Polit. and Social  
Sciences. Vol. 70, no. 159; vol. 88, no. 177.  
Derby. A Conspectus of American Biography.  
1906.  
Appleton. Cyclopedias of American Biogr. 7 vols.  
Koch. Reading: a Vice or a Virtue? 1926.  
Crile. Man an Adaptive Mechanism. 1916.  
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Surtees. Mr. Sponge's Sporting Tour. Stringer &  
T. 1856.

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Twining. Travels in America.  
American Journal of International Law. Octo-  
ber, 1907.

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lim. ed. 1883.

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## Weekly Book Exchange

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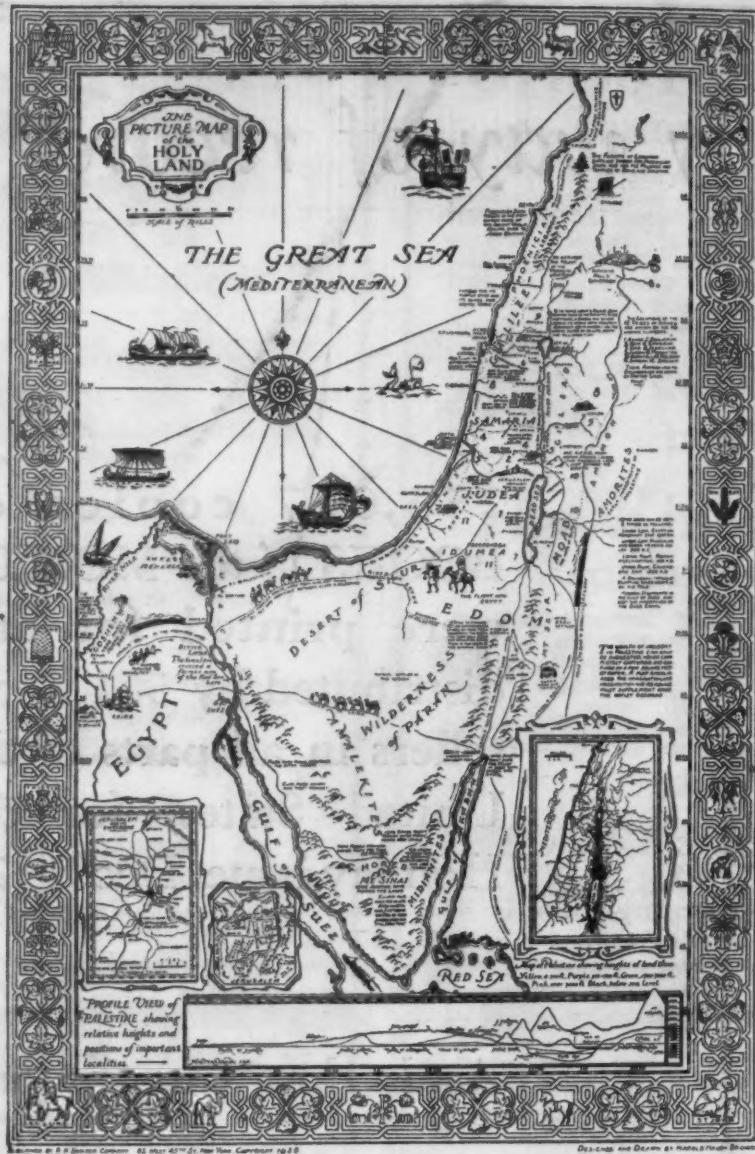
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